



Open Position Notice

April 20st, 2023

Position Title	Sales Representative – Steamboat Area
Department	Sales
Reports To	Rick DuFon
Pay Range	Commission Only Position, historically \$70,000-\$80,000. Car allowance, and entertainment expense tbd at time of hire. Additional Incentive & Bonus Pay Possible.
	<i>Note: the pay may be more or less than the posted range, the posted range is a good-faith and reasonable estimate of the range of possible compensation at the time of the posting.</i>
Application Deadline	May 15th, 2023
Position Description	Representing all parts of our portfolio (Wine, Spirits, NA, & Beer). Steamboat is the hub of this territory, and it includes key off premise accounts including independent and chains, as well as restaurants, bars, resorts and hotels, Successful sales people have exhibited excellent rapport building skills, new product presentations, and excellent service and follow through built upon a strong foundation in wine and spirit product knowledge. Credibility in the marketplace is key, very often our best reps have extensive experience buying and managing in package stores or on premise establishments, and have been acknowledged by their peers for their high standards and accomplishments.
Qualifications	<ul style="list-style-type: none"> • Familiarity with retail and restaurant inventorying, ordering, and stocking patterns • Comfort with various markup schedules; ability to conduct 'consultant-level' discussions of same • Advanced proficiency with determining opportunity by observation, informal interview of buyer • Proficiency with essential computer software (Word, Excel) to generate proposals, staff trainings, etc. • Demonstrated presentation, communication, interpersonal skills required of personnel so classified. • All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.
Contact	Rick DuFon rdufon@classicbevco.com

Classic Beverage Company uses the criteria of merit, qualifications, and abilities to determine hiring decisions and promotions within the organization. Classic Beverage Company does not discriminate in the employment opportunities or practices on the basis of race, color, religion, national origin, ancestry, age, sex, marital status, order of protection, disability, military status, sexual orientation or sexual identity, pregnancy, unfavorable discharge from military service, genetic information or other segmenting factor protected by law.

Any employee(s) with questions or concerns about any type of discrimination in the workplace are encouraged to bring these issues to the attention of a supervisor, Human Resources, the General Sales Manager, or the CFO.

Classic Beverage Company will consider all reasonable accommodation for qualified individuals with known disabilities unless doing so would result in an undue hardship to our organization. This policy applies to all aspects of our employment relationships, including staffing, job requirement, salary, corrective actions, termination, as well as access to benefits and training.

2023 Benefit Information

Full-Time Employees

- Medical: UHC– cost shared between employer/employee
- Voluntary Long Term and Short Term Disability – Paid by employee
- Dental Insurance – Paid by employee
- Vision Insurance - Paid by employee
- 401(k) retirement plan – Safe Harbor employer matching